



PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Corporate Office :

P-4/2, 4/3, 4/4, 4/5, 4/6, Site-B, UPSIDC Industrial Area, Surajpur
Greater Noida-201306, Distt. Gautam Budh Nagar (U.P.) India
Phones # 91-120-2569323, Fax # 91-120-2569131
E-mail # info@pgel.in Website # www.pgel.in

March 21, 2022

To,
The Manager (Listing)
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

To,
The Manager (Listing)
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051

Scrip Code: 533581

Scrip Symbol: PGEL

Sub: Investor Presentation

Dear Sir/Madam,

We enclose a copy of Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and records.

Thanking you,

For **PG Electroplast Limited**


(Sanchay Dubey)
Company Secretary



PG Electroplast

Company Overview

March 2022



Disclaimer

This presentation has been prepared for informational purposes only. This Presentation does not constitute a prospectus, Offering circular or offering memorandum and is not an offer or initiation to buy or sell any securities, nor shall part or all of this presentation form the basis of, or to be relied on in connection with any contract or investment decision in relation to any securities.

This Presentation contains forward looking statements based on the currently held beliefs of the management of the company which are expressed in good faith and in their opinion reasonable. The forward looking statements may involve known and unknown risks uncertainty and other factors which may cause the actual results, financial condition performance or achievements of the Company or industry results materially from the results, Financial Conditions, Performance, or achievements of the Company.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward looking statements.

About PG Electroplast

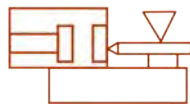


- **PG Electroplast Limited (PGEL)** is the flagship company of PG Group, which had **started its journey in 1977**. PG Electroplast, formally set up in 2003, and is a leading, diversified Indian **Electronic Manufacturing Services provider**.

- PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Moulding**, providing **One Stop Solutions** to **35+** leading Indian and Global brands.

- PGEL has **seven manufacturing units** across **Greater Noida** in Uttar Pradesh, **Roorkee** in Uttarakhand and **Ahmednagar** in Maharashtra and has **3000+ employees**.

Key Manufacturing Capabilities



Plastic Moulding



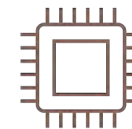
Finished Product Assemblies



Specialized AC Components



Tool Manufacturing



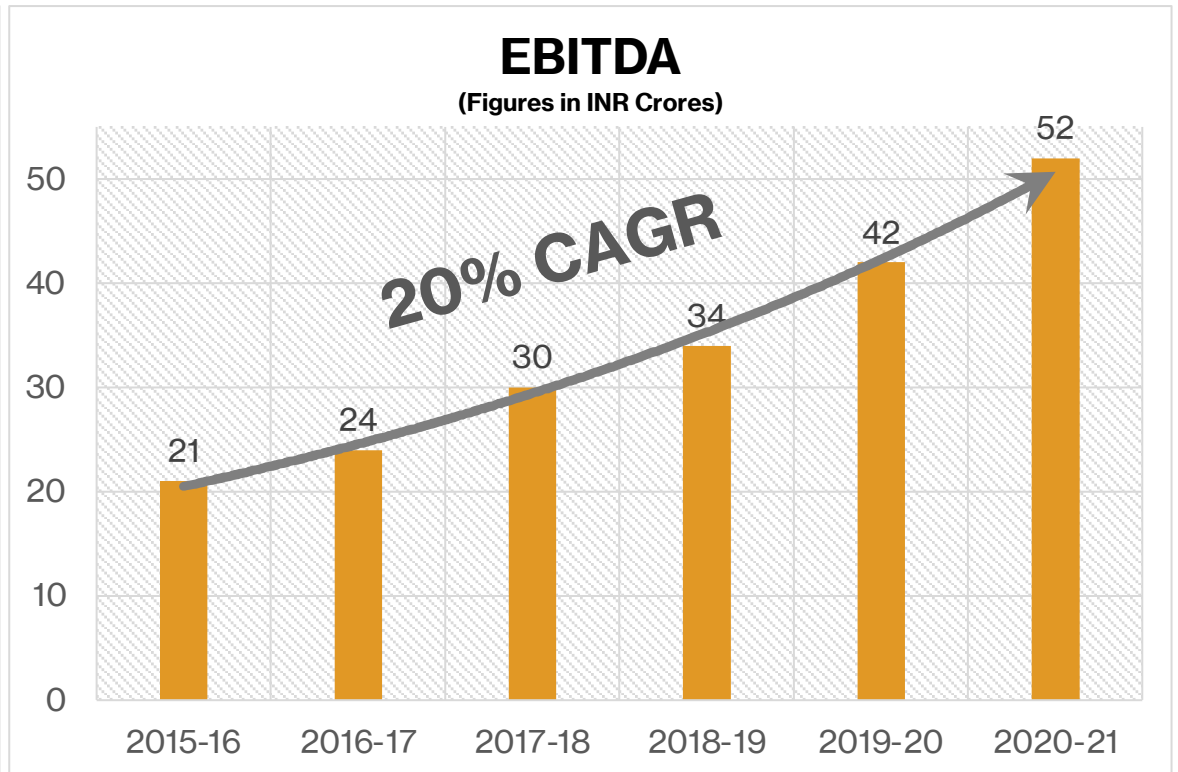
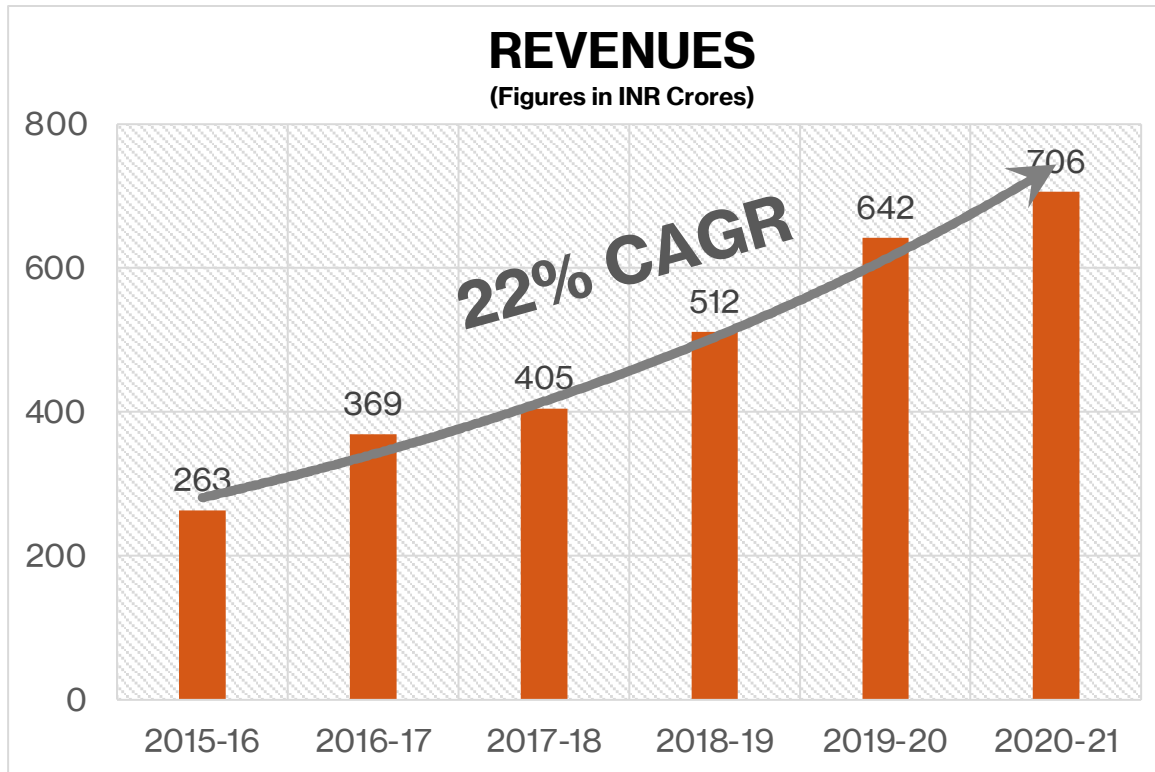
Printed Circuit Boards



PU Paintshop

Key Financials

- The Company has **grown ~2.7 times in five years** from a revenue of **INR 263 crores** in **2015-16**, to **INR 706 crores** in **2020-2021** at a **22% CAGR** with the **EBITDA** increasing at a **20% CAGR**.
- Over the **past six years**, the company has done a cumulative **Capital Expenditure of over INR 330 Crores**. This has ensured that PG has **built up capabilities** for **future growth**.



Key Clients

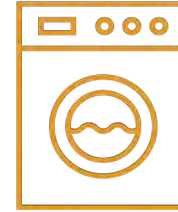




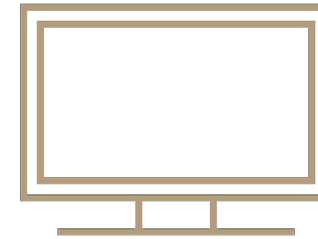
Industries Served



**Air
Conditioners**



**Washing
Machines**



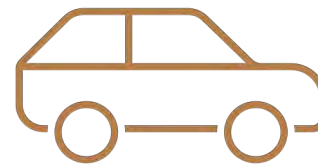
**LED
Televisions**



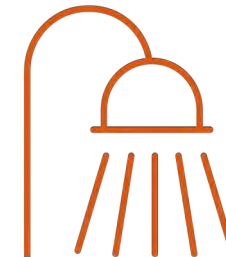
**Air
Coolers**



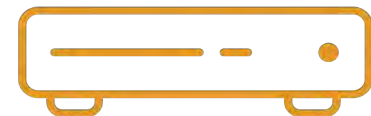
**Mobile
Components**



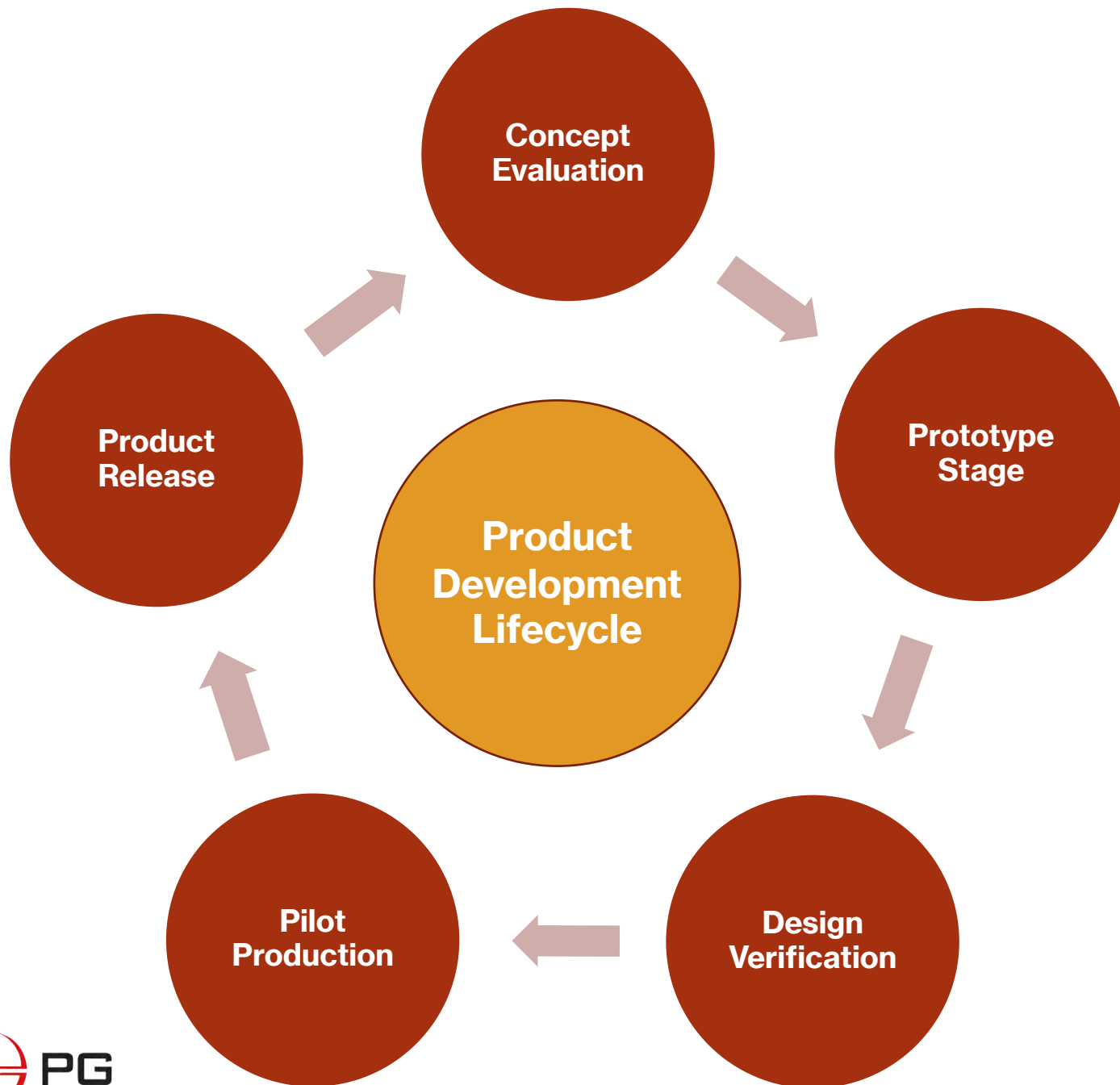
**Automotive
Components**



**Bathroom
Fittings**



**Consumer
Electronics**



ODM Product Development

PG has experienced R&D teams which enable it to offer comprehensive, end-to-end product development services like:

- **Product Conceptualization**
- **Design and Prototyping**
- **Performance And Energy Optimization**
- **Product and Tool Costing**
- **Tool Development**
- **Supply Chain Development**

Long Term Product Development Plan

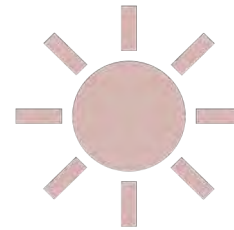
At **PG Electroplast**, we believe in creating a **long-term relationship with our partners** by **creating long-term value** for them. Therefore, we believe the following **4 Pillars** are paramount when designing and investing in our new platform of RAC products.



**Customer
Inputs**



**Disruptive
Innovations**



**Bureau of Energy
Efficiency**



**Ministry of
Environment & Forests**



Washing Machines

Samples of Some of Our SAWM Platforms



Samples of Some of Our SAWM Platforms



Samples of Some of Our SAWM Platforms





A Sample from Our FATL Platform





PG's Growth Levers and Competitive Advantages

- Plastic Value Proposition
- Demonstrated History of Working with Several Large Brands
- Successful and Optimised Products
- Bringing Innovations to the Market



Air Conditioners



PG's Current Capabilities for Manufacturing ACs

Plastic Components

Evaporators Heat Exchangers

Condensers Heat Exchangers

Sheet Metal Components

Powder Coating Paint Shop

Cross Flow Fans

Copper Tubing Systems and Components

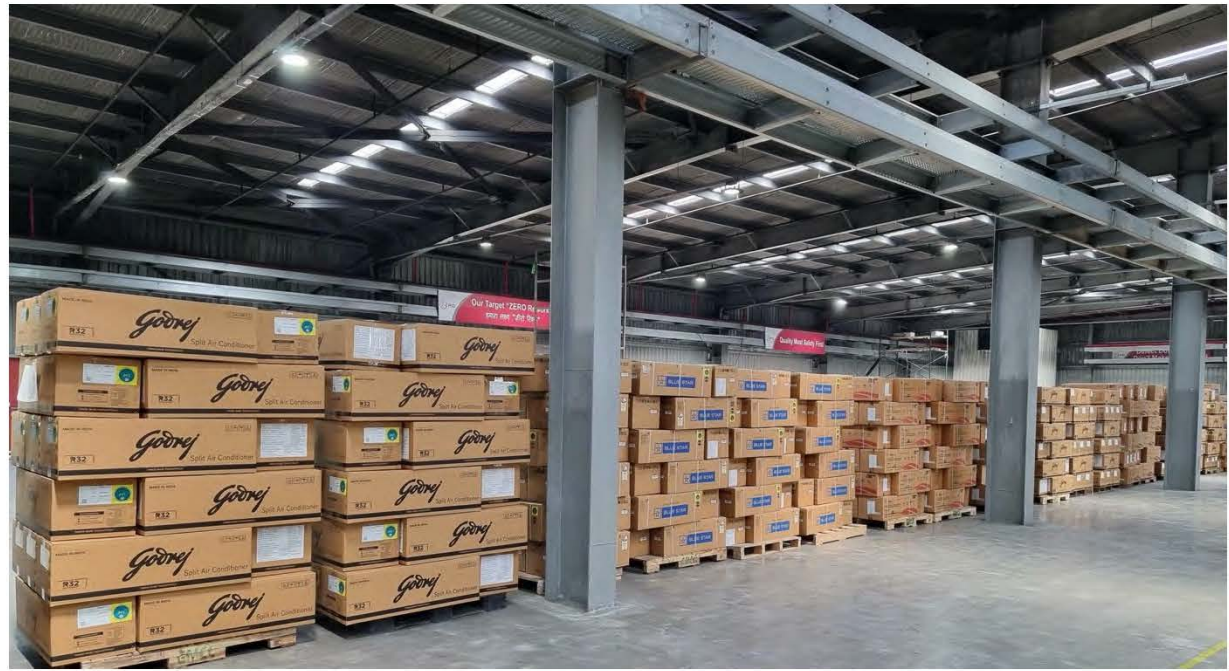
Psychometric Testing Laboratory

IDU and ODU Tooling Platforms

IDU Assembly Lines

ODU Assembly Lines







4 ODM RAC Platforms Developed

PG has **developed and launched** simultaneously **2 platforms each for IDUs and ODUs** for a complete **family look for the entire lineup**. The **salient details of the platforms** developed are as follows:

Platforms for Indoor Units

- **Platform A**
 - Dimensions: 920 x 315 x 235
- **Platform B**
 - Dimensions: 810 x 268 x 218

Platforms for Outdoor Units

- **Platform P22**
 - Dimensions: 820 x 310 x 554
- **Platform P20**
 - Dimensions: 780 x 240 x 540



Models Offered

0.8T 3 Star Fixed Speed

0.8T 3 Star Inverter

0.8T 5 Star Inverter

1.0T 3 Star Fixed Speed

1.0T 3 Star Inverter

1.0T 5 Star Inverter

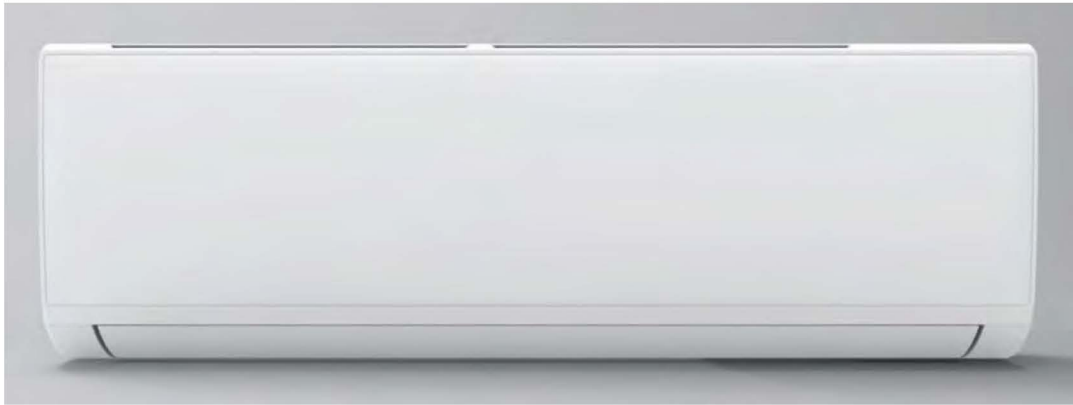
1.5T 3 Star Fixed Speed

1.5T 3 Star Inverter

1.5T 5 Star Inverter

2.0T 3 Star Fixed Speed

2.0T 3 Star Inverter



Some Of The Panels We Have Developed

Features

We are incorporating standard, class-leading, flagship features in all our product platforms.



CUSTOMIZED PANELS

PGEL, using its vast expertise in Plastic Moulding can offer seemingly endless variations of attractive panels to suit all needs.



SMART IoT PRODUCTS

Offer your customers convenient control of their air conditioners through apps and complete integration in their preferred assistant and their entire smart home ecosystem.



ANTI-PM2.5 FILTER

Remove 99.9% PM2.5 particles through electrostatic ionization while sustaining air volumes of 1000 m³/h.

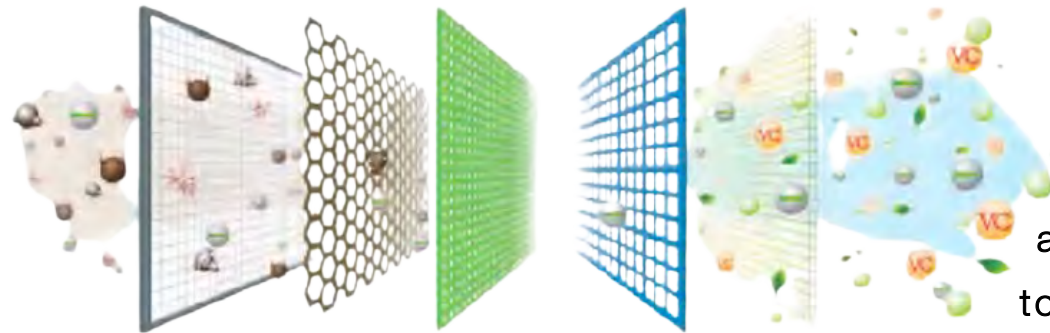


SELF CLEANING TECH

The IDU will feature a self-cleaning mode in which the evaporator will frost, and then heat rapidly, with the melted water removing all the dust along with it. This technology enhances the durability and longevity of your AC.

OPERATES COMFORTABLY TILL 60°C

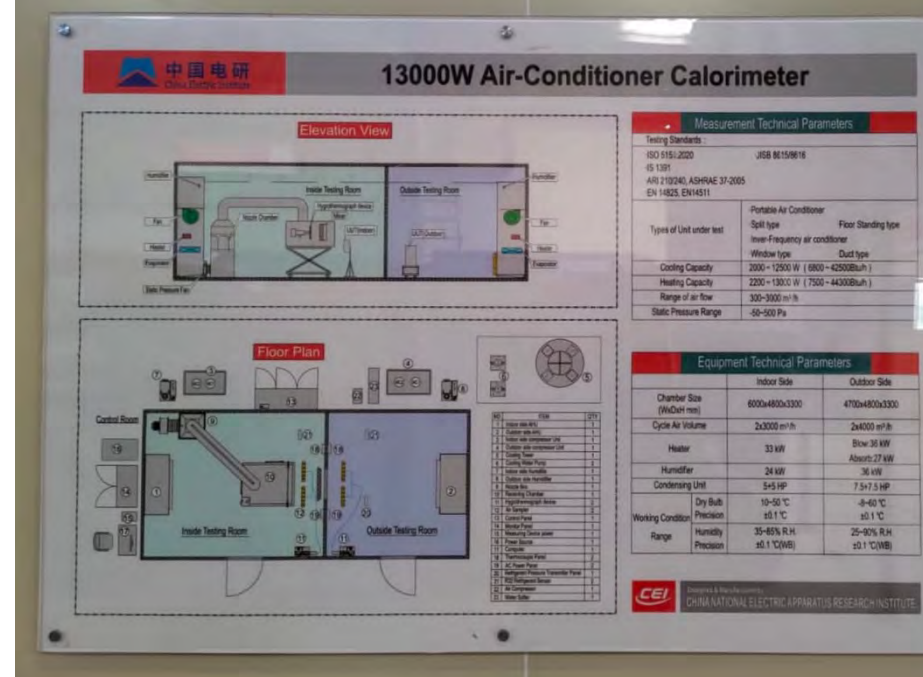
Using two-stage compression (EVI) and state-of-art cooling system optimization and quality engineering to ensure reliable operation even in extreme ambient temperatures, providing cooling at 60°C.



ANTI-BACTERIA FILTER

A high-quality static fiber filter which can trap even the tiniest dust particles and kill the microorganisms to provide consumers with a safer environment.

DRILL FAN
QUARING



Psychrometric Lab- 5 Tier

- Lab manufactured and installed by China Electric Institute (Kinte).



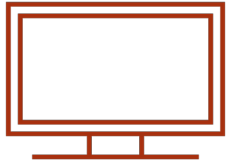


PG's Growth Levers and Competitive Advantages

- AC import ban
- PLI Positioning Win
- Backwards Integration
- Plastic Value Proposition
- Successful, optimised product
- Location Advantage



Televisions



LED Televisions

We believe that businesses have to consistently work on improving their **quality** of output to attract customers and retain their position in the market. To ensure that we are equipped to address our **consumer's needs**, we prioritise embracing new ideas and technology. When merged with our **experience, insights and intuition**, this helps us ace every challenge thrown our way.

Backwards Integrated

Plastic Moulding,
PCBAs, Testing

Strategically Located Plant Location

Gr. Noida, UP

Quality Cost Delivery

Flexible Approach





Air Coolers

Desert Fan – 18 Inch Mechanical Knob



Capacity – 60 Ltr / 80 Ltr

Desert Fan – 18 Inch Electronic Model



BEE 5 Star Rated

Capacity – 60 Ltr / 80 Ltr

Strategically Located Manufacturing Locations

Greater Noida, UP

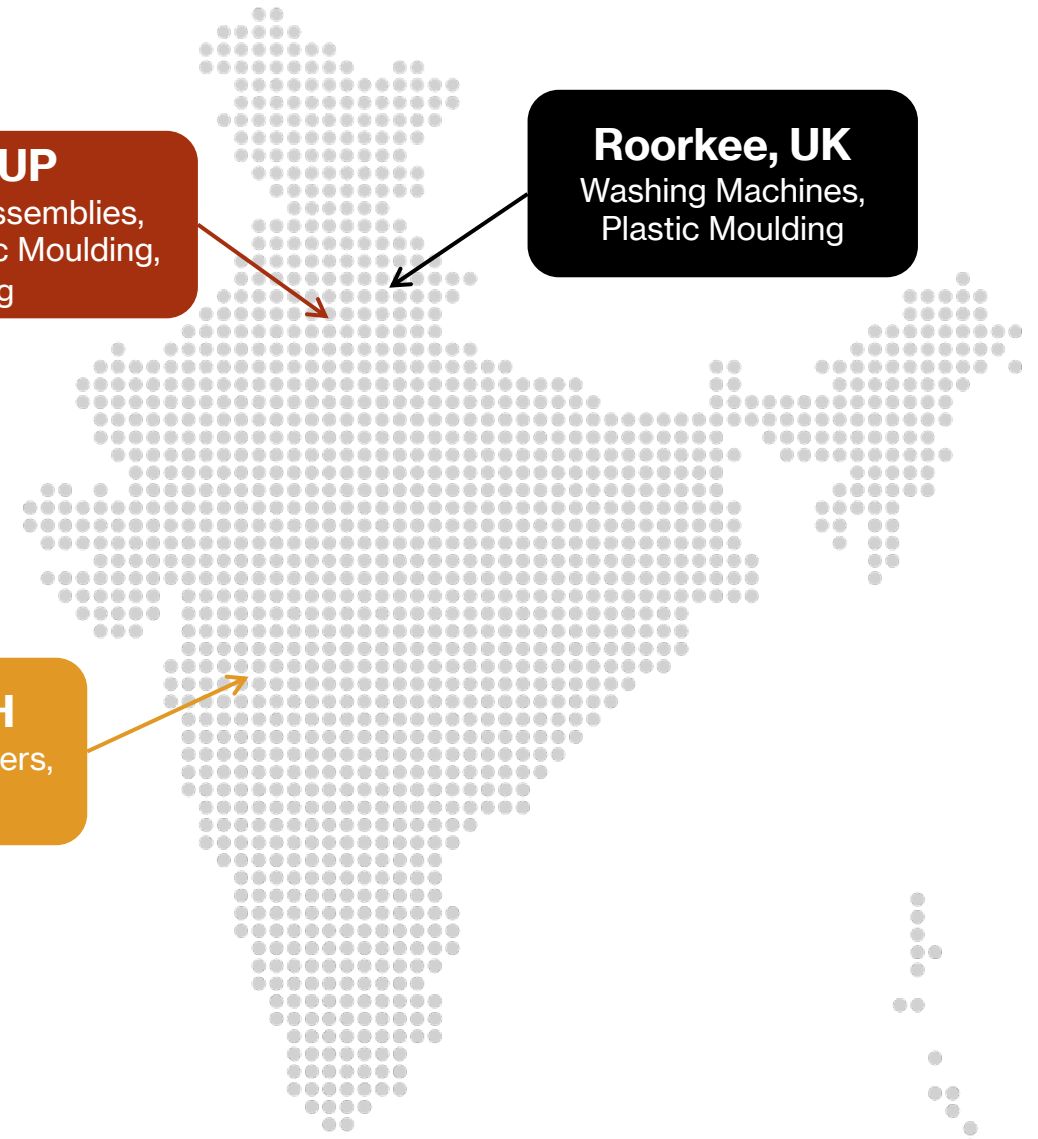
Washing Machines, PCB Assemblies,
Air Coolers, LED TVs, Plastic Moulding,
Tool Manufacturing

Roorkee, UK

Washing Machines,
Plastic Moulding

Ahmednagar, MH

Air Conditioners, Air Coolers,
Plastic Moulding



Key Leadership



Mr. Anurag Gupta
Chairman & ED – Technical

More than 29 years of experience in EMS. Handles technical policies, quality assurance, technological advancement, and R&D.



Mr. Vishal Gupta
Managing Director - Finance

More than 26 years of experience in EMS. Handles F&A, Budgeting & Planning, government and customer relationships and various compliances.



Mr. Vikas Gupta
Managing Director - Operations

More than 26 years of experience in EMS. Handles operations, business strategy, industry relations and organization governance.



Mr. Pramod Gupta
Chief Financial Officer

More than 23 years of experience across brokerage firms and mutual funds in business and financial consulting, research and analysis.



Mr. Naresh Kukreja
Head of Operations

More than 32 years of experience in managing plant operations, projects, product and process engineering, and quality assurance.



Mr. Vikas Koul
Head of Operations

More than 21 years of experience in EMS. Handles operations, business development, business strategy, manufacturing innovation.



Mr. Ashwani Tyagi
Head of Business Development

More than 19 years of experience in marketing, product localization, project management and customer management.

Major Highlights of 9M FY2021



Due to COVID-19 mandated shutdowns, plants were totally closed for months of Apr-May'20. The production was only partially restored in June'20. **Production loss** of AC-IDU (Indoor Unit) resulted in **increased raw material inventory** in 1H. This is **getting liquidated now**.



Company is seeing **increased enquires for business** from **new and existing clients** and we remain **very optimistic** on the **future growth prospects** of the business.



The outlook for all business segments has **improved significantly** and the company is seeing a **highly promising order flow** from clients across segments.



Management has **revived the capex plans** and **significant capacity additions** are being planned in coming years in the focus area of business.



New product development across focus areas is underway and company is planning to **launch new products** soon.

Profit & Loss Statement



Figures in INR Millions	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Net Sales	2,603	3,664	3,994	5,084	6,394	7032
Growth (%)	9.0%	40.8%	9.0%	27.3%	25.8%	10.0%
Expenditure	2,422	3,456	3,749	4,777	5,993	6534
Increase/Decrease in Stock	(48)	19	(109)	(41)	(70)	32
Raw Material Consumed	1961	2792	3200	4032	5108	5533
Power & Fuel Cost	97	115	117	144	166	161
Selling and Distribution Expenses	35	51	55	62	68	39
Manufacturing Expenses	127	85	71	79	85	126
Personnel Costs	262	329	349	401	539	550
Administrative Expenses	29	41	42	44	54	61
Miscellaneous Expenses	18	26	25	56	45	32
Operating Profit	180	207	246	307	399	498
OPM (%)	6.9%	5.7%	6.1%	6.0%	6.2%	7.1%
Growth (%)	54.9%	14.7%	18.6%	24.9%	30.1%	24.7%
(+) Other income	32	31	53	32	25	26
EBDITA	213	238	299	339	424	524
(-) Depreciation	97	106	117	134	163	180
EBIT	116	133	181	205	261	344
(-) Interest & Finance charges	97	99	106	103	148	184
(-) Exceptional Expenses	0	0	0	0	(20)	(8)
PBT	19	34	75	102	93	151
PAT	19	34	75	100	26	116

Balance Sheet



A. EQUITY AND LIABILITIES	March 16	March 17	March 18	March 19	March 20	March 21
(a) Share capital	164	164	164	187	195	197
(b) Reserves and surplus	1,032	1,068	1,144	1,504	1,567	1,728
Sub-Total - Shareholders' Funds	1,196	1,232	1,308	1,690	1,762	1,925
(a) Long-term borrowings	422	484	796	501	694	898
(b) Long-term provisions	19	21	33	40	84	112
Sub-Total - Non-Current Liabilities	441	506	829	541	778	1011
(a) Short-term borrowings	334	477	356	681	1,039	656
(b) Trade payables	624	745	650	915	1,063	1533
(c) Other current liabilities	144	226	248	224	289	493
(d) Short-term provisions	106	115	90	77	69	175
Sub-Total - Current Liabilities	1,207	1,562	1,343	1,898	2,461	2,858
TOTAL - EQUITY AND LIABILITIES	2,845	3,299	3,481	4,129	5,001	5794

B. ASSETS	March 16	March 17	March 18	March 19	March 20	March 21
(a) Fixed assets	1456	1620	1785	1921	2532	2726
(b) Capital Work in Progress	19	35	237	341	61	66
(c) Other Financial Assets	80	15	23	23	24	33
(d) Other non-current assets	67	56	70	67	78	139
Sub-Total - Non-Current Assets	1622	1726	2114	2353	2695	2964
(a) Inventories	459	631	593	683	846	926
(b) Trade receivables	541	675	507	847	1012	1473
(c) Cash and cash equivalents	6	42	41	64	180	150
(d) Short-term loans and advances	170	176	180	161	213	231
(e) Other current assets	48	47	43	20	55	51
Sub-Total - Current Assets	1222	1574	1366	1776	2307	2830
TOTAL-ASSETS	2845	3299	3481	4129	5001	5794

Thank You!

You can reach us at investors@pgel.in or at [+91-120-2569323](tel:+91-120-2569323).

